

Message Text

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PAGE 01 BONN 21086 152032Z
ACTION EB-07

INFO OCT-01 EUR-12 NEA-10 ISO-00 DODE-00 NRC-05 NSAE-00
USIA-06 TRSE-00 ERDA-05 CIAE-00 COME-00 MC-02 /048 W
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FM AMEMBASSY BONN
TO AMEMBASSY MOSCOW PRIORITY
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TEL AVIV FOR AMB

EXCON FOR COMMERCE BEWT AND OEA

E.O. 11652: N/A
TAGS: BEXP, ESTC, UR, GW
SUBJECT: IBM COMPUTERS FOR SOVIET OLYMPIC COMMITTEE

REF: MOSCOW 19513

1. FRG ECONMIN OFFICIALS HAVE STATED EMPHATICALLY THAT NO RPT NO "GOVERNMENT GUARANTEE" ACCOMPANIES SIEMENS BID TO SOVIETS. HOWEVER SINCERELY FRG MIGHT WISH ASSIST SIEMENS IN GETTING CONTRACT, SUCH A GUARANTEE COULD NOT BE GRANTED. WE WERE TOLD THAT FRG WOULD AID SIEMENS TO EXTENT POSSIBLE IN GETTING EXPORT LICENSE FROM INTERNAL GERMAN LICENSING AUTHORITY, AND WOULD PURSUE MATTER VIGOROUSLY IN COCOM. NONETHELESS, SIEMENS CLAIMS OF FRG GUARANTEE IN MATTER REPRESENT, IN OPINION OF ECONMIN OFFICIALS, EXAGGERATED VERSION OF FRG LOGICAL MORAL SUPPORT FOR DOMESTIC ENTERPRISE IN COMPETITION WITH MAJOR FOREIGN FIRM.

2. FACT THAT SOVIETS HAVE CITED SIEMENS ALLEGED CLAIM MUST BE TAKEN AS TACTICAL PLOY, SINCE SOVIETS WELL ACQUAINTED WITH LICENSING PROCEDURES IN BOTH U.S. AND FRG, AND WITH COCOM ROUTE.
STOESSEL

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
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